

# INFORMATION LETTER

Not for  
Publication

## NATIONAL CANNERS ASSOCIATION

For Members  
Only

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Washington, D. C.

November 16, 1940

### CONFERENCE HELD ON CANNED FOOD PURCHASES FOR DEFENSE PROGRAM

#### Canners' Committee and Government Officials Discuss Ways to Improve Buying Methods

Definite progress toward facilitating and expediting the government's purchases of canned foods required by the National Defense Program was made at a conference on Monday, November 11, in which a committee representing the canning industry met with D. C. MacKeachie, Assistant Coordinator of Defense Purchases in the Advisory Commission to the National Defense Council, representatives of the War and Navy Departments, and other government officials.

The canners' committee, appointment of which was announced in last week's INFORMATION LETTER, met at the Association's headquarters on the day prior to the conference with the government officials in order that it might discuss the various problems involved in sales to the government, including such questions as specifications, contract terms, inspection of goods, application of Walsh-Healey Act, and encouragement of direct bidding by canners.

At the conclusion of the discussion there was prepared a summary statement of conditions that have served to deter canners from seeking sales to the government. Among these were:

Hesitation of canners to bid on the basis of specifications as contrasted to the general trade practice of selling against samples.

Unfamiliarity with specifications used and uncertainty as to the interpretation of specifications cited in the invitations to bid.

Purchases of numerous items in small quantities for deliveries far outside the trade range of the canner, particularly the smaller firm.

Fear of rejection of deliveries at destination, with resultant loss of delivery costs and liability for furnishing substitute goods.

Timing of some invitations at periods when canners do not normally have supplies enabling them to bid.

Requirement of lot deliveries over a wide spread of territory.

Authority of purchasing offices to make a percentage increase or decrease in the amount of goods ultimately to be furnished under a contract.

Difficulties involved in compliance with the Walsh-Healey law and regulations that are at variance with the Wage and Hour law regulations as they apply to a seasonal industry.

The committee adopted the following recommendations to be submitted at the conference:

The committee recommends in order to facilitate and expedite the acquisition of canned food supplies by the various government defense agencies—

That such purchase be made through a centralized agency as nearly as possible in accordance with established trade practices.

That invitations to canners be for goods in units of minimum carloads, and that tenders be received for delivery of goods equal to or better than samples submitted, in event the bidder elects the method of tender.

That purchases otherwise be made upon the basis of specifications formulated by the Federal Specifications Board modified so far as may be feasible to bring them into conformance with commercial practices.

That in the absence of such Federal specifications, trade association specifications, which are in current use, be employed so far as may be practical.

That where modification of existing specifications and the formulation of new specifications is found necessary, these specifications should be considered by appropriate subcommittees.

That purchases be inspected and accepted at point of shipment.

(Continued on next page)

### NOVEMBER TRUCK CROP PROSPECTS

#### Agricultural Marketing Service Summarizes Reports on Indicated Production

Reports issued by the Agricultural Marketing Service covering 14 commercial truck crops for fall and winter harvest during the 1941 season, show acreages planted and to be planted 16 per cent larger than the acreage harvested in 1940, and 17 per cent larger than the 1930-39 average acreage.

Indicated production of crops for harvest this fall shows increases of 84 per cent for snap beans, 81 per cent for kale, 50 per cent for spinach, 31 per cent for eggplant, 23 per cent for artichokes, 11 per cent for cucumbers, 8 per cent for tomatoes, 5 per cent for green peppers, and 3 per cent for cauliflower. Decreases in prospective fall production are as follows: shallots, 20 per cent; celery, 9 per cent; and carrots, 7 per cent.

Excerpts from the reports issued by the Agricultural Marketing Service with respect to certain individual crops are as follows:

**SNAP BEANS**—Production of snap beans in Florida and Texas for harvest this fall is indicated to be 3,011,000 bushels. This is an increase of 84 per cent over the 1,638,000 bushels produced last fall and 83 per cent above the 1930-39 average of 1,642,000 bushels. In both States better yields on an increased acreage are in prospect compared with a year ago.

Some early beans in Texas were sold to canneries because of the lack of a fresh market. Tonnage from now on is expected to be shipped in mixed cars. Few, if any, solid carlots will be loaded. Recent rains were beneficial to the crop.

**CABBAGE**—Based upon November 1 reports to the Agricultural Marketing Service, production of domestic type cabbage in the late States is indicated to be 378,500 tons this year compared with 297,900 tons produced last year and the 1929-38 average of 326,500 tons. It is expected that 173,600 tons, mostly of domestic type, will be used for the manufacture of kraut this year. Of this tonnage for kraut, however, 18,200 tons were obtained from production in the early and intermediate States. A year ago, kraut production was 146,600 tons of which 19,200 tons was from the early and intermediate States.

Danish, or storage type, cabbage production in the late States is now indicated to be 291,100 tons compared with 240,400 tons produced in 1939 and the 1929-38 average of 292,800 tons.

**GREEN PEAS**—Production of green peas in the Imperial Valley of California is indicated to be 115,000 bushels, according to the Agricultural Marketing Service. This compares with 150,000 bushels produced last season and the 1929-38 average of 334,000 bushels.

Stands are generally good, but most fields are blooming with short vines and the production will not be heavy. Harvesting should start about November 15, and be active by November 20.

**TOMATOES**—Production of fall-crop tomatoes in Florida and Texas is indicated to be 1,540,000 bushels, according to the Agricultural Marketing Service. This is an increase of 8 per cent over the 1,420,000 bushels produced last fall. Larger acreages are planted in both States this fall, but the increase is particularly important in Texas.

Conditions are fairly good in Texas and plants have a good set of fruit. The indicated yield is based upon the assumption that killing frosts will come at about the usual time. If frost is delayed the final yield may be larger. Harvesting is under way and shipments will go forward actively until frost terminates the season.

Growing conditions improved in Florida during October and a good crop is in prospect. Picking is about ready to start in practically all areas and will gain volume by November 15-20.

**SPINACH**—The outlook is for an unusually good crop of spinach in the Norfolk area of Virginia for fall and winter harvesting. Production is indicated to be 900,000 bushels compared with 600,000 bushels last season and the 1930-39 average of 674,000 bushels. Shipments have started and loadings will become heavy after mid-November.

#### Marketing Research Studies Listed

Sources of research on markets and marketing in the United States carried on by Federal and State governments, universities, foundations, and commercial organizations, have been listed in a 236-page book published by the Department of Commerce. This 1940 and eighth edition of the book, *Market Research Sources*, brings up to the last of 1939 the record of marketing research. The publication is revised each two years.

The publication is intended to serve the dual purpose of a source book for those interested in marketing research, and a check upon work that has been done or is being currently conducted, thus obviating duplication of effort.

Copies can be secured for 25 cents from the Government Printing Office, Washington, D. C., or from any district branch of Foreign and Domestic Commerce located in business centers.

#### CONFERENCE HELD ON CANNED FOOD PURCHASES FOR DEFENSE PROGRAM

(Continued from preceding page)

At the conference on Monday Brig. Gen. Clifford L. Corbin, Chief of the Supply Division, Quartermaster Corps, stated that for the contemplated enlisted personnel within the next year expenditures for food will approximate \$750,000 a day, approximately half of which will be spent for non-perishable foods, including canned products. It is hoped, he said, that the government services will be able to buy direct from the canners in carload lots and to anticipate requirements sufficiently in advance so that quarterly or semi-annual purchases may be made. He pointed out that a number of details concerning specifications and inspection will need to be ironed out and suggested the appointment of a committee to revise the specifications so far as may be necessary and to work out a system of inspection.

Major Paul P. Logan, Chief of the Subsistence Branch, Supply Division, Office of the Quartermaster General, and Chairman of the Food Committee, Commodities Division, Army and Navy Munitions Board, called attention to the importance of the storage problem when purchases are made in large quantities, and the desirability of working out a plan whereby goods can be purchased and withdrawn from canners' warehouses as needed. He mentioned the possibility, in the case of carload bids, of eliminating the clause in government contracts that gives the government the privilege of taking a given percentage over or under the amount specified in the contract.

Mr. MacKeachie stated that when specifications are in final form copies should be furnished to canners with each invitation to bid or be made available, through a bulletin of the National Canners Association, to all canners desiring to bid. He expressed the opinion that Federal specifications should be the basis for government buying, but that they should be modified, so far as feasible, to agree with commercial practices.

Mr. MacKeachie also stated that it is planned to develop special methods for arbitration that will be agreeable to both the canners and government purchasing agencies. This, with inspection at point of shipment, will serve to meet the point raised by canners regarding rejections.

There was some discussion of the requirement of performance of bonds. Mr. MacKeachie suggested that a committee be named by the canners to consider the question of bid bonds, performance bonds, warehouses, terms of payment, and other provisions of the government contracts.

The question of purchases on a weight or unit basis was raised, and the opinion was expressed that it would be entirely feasible in the invitations for bids to state the weight acceptable for each unit and thus place the buying on the equivalent of a unit basis.

With reference to the Walsh-Healey regulations, Mr. MacKeachie stated that the Defense Advisory Commission is willing to ask for reasonable modifications that will make for an increase of government buying from canners. He suggested that with the adoption of such modifications, the National Canners Association should prepare a bulletin to all canners fully explaining the application of the law and regulations to the industry.

Major Logan stated that the Army is now chiefly interested in purchases of corn, peas, tomatoes, green and wax beans, lima beans, pears, peaches, pineapple, apples, and grapefruit segments.

In connection with plans to centralize buying, it is intended to segregate the orders by products, it was stated, and invitations to bid will be sent only to those who pack such products.

The Committee reconvened after the conference and President Krimendahl announced the personnel of subcommittees to study and report upon amendments to the canned food specifications of the Federal Board of Specifications and of a committee to study and report upon contracts. These committees will report at another meeting of the full committee, which will be held on Tuesday, November 19, to determine the recommendations that will be submitted to Mr. MacKeachie.

Mr. MacKeachie had requested that a small committee be named to maintain continuous contact with his office, and arrangements with regard to this committee will be made at the meeting on November 19.

Those in attendance at the meeting of the canners' committee were: Frank Gerber, Fremont, Mich.; B. C. Olney, Rochester, N. Y.; Fred A. Stare, Columbus, Wis.; Robert C. Paulus, Salem, Oreg.; E. D. Clark, Seattle, Wash.; Victor H. Elfendahl, Seattle, Wash.; Elvon Musick, San Francisco, Calif.; Preston McKinney, San Francisco, Calif.; E. B. Cosgrove, Le Sueur, Minn.; Howard A. Orr, Circleville, Ohio; Harry L. Cannon, Bridgeville, Del.; Carroll Lindsey, Highlands City, Fla.; Richard Botley, Honolulu, T. H.; John L. Baxter, Brunswick, Maine; H. F. Krimendahl, Celina, Ohio.

#### New Bulletin on Tomato Diseases

A new circular just issued by the Purdue Experiment Station at Lafayette, Ind., outlines practices that are of value in preventing losses due to tomato diseases in Indiana and presents concise descriptions of the diseases so that growers, canners, and canners' fieldmen can identify them and understand the manner in which preventive measures operate. The six most important diseases are Septoria blight, early blight, anthracnose, bacterial spot, bacterial canker and Fusarium wilt. At least 15 others also occur.

Preventive or control measures are most effective when incorporated into the general procedure involved in growing a crop of tomatoes and are, therefore, outlined in some detail in the first part of this circular. Their specific applications are pointed out in connection with the descriptions of the individual diseases. The Association's Raw Products Bureau has a few copies of this circular, entitled "Tomato Diseases in Indiana," which will be sent to members upon request directed to the Bureau.

#### Department Store Sales for October

Department store sales declined considerably from September to October, although an increase is usual at this time of year, according to the Federal Reserve System. However, sales in the four weeks ending November 2 were 2 per cent larger than in the corresponding period last year. The total for the first 44 weeks were 5 per cent above a year ago.

#### September Food Stamp Distribution of Fruits and Vegetables Valued at Over \$1,000,000

Approximately \$1,111,920 worth of fruits and vegetables were obtained by families under the food stamp plan during September by means of surplus stamps, it is estimated by the Surplus Marketing Administration of the Department of Agriculture. This amount was nearly a fourth of the total value of \$4,633,000 for all surplus commodities exchanged for the free blue stamps. The total value is estimated on the basis of retail grocer prices.

Over 2,000,000 families participated in the program during September. The fruit distribution amounted to about 13 per cent of the total value, and the vegetables are valued at about 11 per cent of the total.

The quantities of the fruits and vegetables distributed during September are as follows: dry beans, fresh lima beans, snap beans, cabbage and tomatoes, combined total of 7,600,000 pounds; beets, carrots, and celery, 2,000,000 bunches; lettuce, about 500,000 heads; prunes and raisins, 1,400,000 pounds; apples, peaches, and pears, 6,800,000 pounds; oranges, over 1,000,000 dozen.

As of November 13, there had been designated 224 areas for the operation of the food stamp plan, and 11 cities for operation of the cotton stamp plan.

#### Wholesale Distributors Hear Harriet Elliott

Methods of cooperation between wholesale distributors of consumer goods and the Consumer's Protection Division of the National Defense Advisory Commission were discussed at a conference of wholesaling trade representatives on November 12. The conference was called by Miss Harriet Elliott, consumer member of the National Defense Advisory Commission, and was attended by leaders of about 100 wholesaling groups.

Miss Elliott told the conference that the responsibility of wholesalers in national defense is "to watch cost and profit margins to avoid unwarranted increases and a skyrocketing rise in prices."

"Goods must be kept moving into civilian as well as military channels for ultimate consumption," Miss Elliott said. "That means keeping costs and margins at as low a level as is consistent with the services rendered."

Subjects discussed at the conference included: contributions to defense from the field of wholesaling, warehousing and storage for defense, and national defense and wholesale price policies in consumer goods.

The conference elected a Wholesaling Trades Advisory Committee of nine members to formulate methods of cooperation between wholesaling trades and the Consumer Division. Resolutions were adopted by the conference pledging all cooperation to the government and to the Advisory Commission in its program of total defense, placing the conference on record as discouraging excessive inventories which might adversely affect consumer and national defense needs, and recording the appreciation of the conference to Miss Elliott for providing the opportunity for wholesalers to consider their part in the defense program.

### F.T.C. Order Issued Against Parr Sales Company

The Federal Trade Commission has issued an order directing Mitchell F. Brice, trading as Parr Sales Company, Vidalia, Ga., to cease and desist from violation of the brokerage provision of the Robinson-Patman Act in the sale of merchandise, particularly foodstuffs.

According to the press announcement of the Commission, its "findings are that the Parr Sales Company is a brokerage firm owned by the respondent Brice and Francis K. Graham; that Tanner-Brice Company, Inc., of Vidalia, Ga., engaged in a general wholesale merchandising business, places orders for a substantial portion of its requirements in merchandise, particularly foodstuffs, with sellers through Parr Sales Company, and that in the course of such buying and selling transactions the sellers have paid Parr Sales Company brokerage fees or commissions amounting to a certain percentage, usually from 2½ to 5 per cent of the sales prices of such purchases.

The findings continue that since June 19, 1936, and while the respondent Mitchell F. Brice owned and controlled 83 per cent of the outstanding capital stock and actively managed the business of Tanner-Brice Company, Inc., sellers have paid brokerage fees and commissions to, and they have been received by, the Parr Sales Company upon the purchases of Tanner-Brice Company, Inc., in substantial amounts.

"In all such transactions, the findings continue, the respondent Brice has been the agent and acted in fact for, and in behalf of, the Tanner-Brice Company, Inc. A substantial amount of such brokerage fees and commissions received by Parr Sales Company, according to findings, has been paid to Francis K. Graham as compensation for his services in his respective capacities as an employee of various enterprises owned and controlled by the respondent Brice.

The Commission order directs the respondent Brice, individually and trading under the firm name of Parr Sales Company, to cease and desist from accepting from sellers, directly or indirectly on purchases of commodities of the Tanner-Brice Company, Inc., any brokerage fees or commissions or any allowance or discount in lieu of brokerage in whatever manner or form they may be offered, allowed, granted, paid or transmitted. The order also directs the respondent to cease and desist from accepting from sellers in any manner or form, directly or indirectly, anything of value as a commission, brokerage or other compensation or any allowance or discount in lieu thereof upon purchases of commodities made for the respondent's own account."

### Account of World War F. T. C. Studies Issued

An account of the activities engaged in by the Federal Trade Commission during the World War period, in relation to commodity prices, costs, profits, and investigation of industry practices, has been published by the Commission and is available upon request. The actions taken with respect to canned foods are related in the book.

The report is a memorandum prepared during the past summer by Henry Miller, acting director, Trade Practice Conferences, Federal Trade Commission. The title is "World War Activities of the Federal Trade Commission, 1917-1918."

### Great Britain Buys Australian Canned Fruit

Great Britain last week bought the balance of the exportable surplus of the 1940 pack of canned apricots, peaches, and pears, amounting to 300,000 cases, from the Common-

wealth of Australia, according to a cable from the American commercial attache at Sydney received by the Foodstuffs Division at Washington, D. C.

Great Britain previously had bought 750,000 cases of these canned fruits, and this latest purchase, which disposes of the entire surplus of Australian canned fruits, brings the total amount to 1,050,000 cases.

### Federal Court Decision Upholds Right of Wage-Hour Division to Inspect All Records

Employers may not refuse the Wage and Hour Division access to their records on the ground that they believe they are not engaged in interstate commerce, Federal Judge Michael L. Igoe ruled in ordering the G. & C. Novelty Company, Chicago, Illinois, to obey a subpoena issued by Thomas O'Malley, Regional Director, according to a press statement issued by the Division this week.

Judge Igoe sustained the contention of attorneys for the Wage and Hour Division that the Division is not compelled to abide by an employer's determination that he is not engaged in interstate commerce, but has the right to examine the employer's records.

"Otherwise, anybody who might be proceeded against could say they were not engaged in interstate commerce and tell the Division, 'You cannot come in,'" Judge Igoe declared.

The United States Supreme Court, in the Montgomery Ward case, recently refused to interfere with a Circuit Court of Appeals decision, also in Chicago, that the Wage and Hour Division is entitled to inspect the books of a firm, whether or not a complaint has been made alleging specific violation of the Act. This decision was reviewed in the INFORMATION LETTER of November 2.

### Fruit and Vegetable Market Competition

#### Carlot Shipments as Reported to the Agricultural Marketing Service by Common Carriers

Carlot shipments of snap and lima beans, tomatoes, citrus and other fruits were larger during the week ending November 9, 1940, than during the corresponding week of 1939. The shipments of beans and tomatoes were considerably larger. Shipments of green peas, spinach, and miscellaneous vegetables were smaller.

The following table, compiled from statistics of the Agricultural Marketing Service, gives detailed comparisons of carlot shipments on certain dates of selected vegetables and fruits:

|                                   | Week ending— |        | Season total to— |        |        |
|-----------------------------------|--------------|--------|------------------|--------|--------|
|                                   | Nov. 9       | Nov. 9 | Nov. 2           | Nov. 9 | Nov. 9 |
| VEGETABLES                        | 1939         | 1940   | 1940             | 1939   | 1940   |
| Beans, snap and lima.....         | 80           | 241    | 268              | 7,456  | 5,112  |
| Tomatoes.....                     | 196          | 263    | 306              | 27,387 | 21,134 |
| Green peas.....                   | 100          | 92     | 100              | 7,123  | 6,039  |
| Spinach.....                      | 15           | 4      | 1                | 6,496  | 5,953  |
| Others:                           |              |        |                  |        |        |
| Domestic, competing directly..... | 1,604        | 1,587  | 1,688            | 42,585 | 38,278 |
| Imports competing indirectly..... | 99           | 92     | 93               | 825    | 593    |
| FRUITS                            |              |        |                  |        |        |
| Citrus, domestic.....             | 2,537        | 2,607  | 2,955            | 12,726 | 8,953  |
| Others, domestic.....             | 1,225        | 2,143  | 269              | 45,443 | 46,171 |

### Fruits and Vegetables in Cold Storage

#### November 1940 Holdings of Both Frozen Fruits and Vegetables Continue at Level of Month Ago

The changes in stocks of frozen fruits and vegetables during October were not significant, according to the monthly cold storage report of the Agricultural Marketing Service. November 1 holdings continued at about the same level as October 1. However, November 1, 1940, stocks of both frozen fruits and vegetables were larger than on November 1, 1939.

November 1, 1940, stocks of all frozen fruits and berries totalled 162,471,000 pounds, about the same as on October 1, 1940, but considerably larger than the 142,387,000 pounds on November 1, 1939.

Stocks of frozen vegetables on November 1, 1940, totalled 83,871,000 pounds which is an increase over October 1 of 1,593,000 pounds, and an increase over November 1, 1939, of 6,951,000 pounds. The items showing increases were lima and snap beans, broccoli, spinach, and miscellaneous varieties. Asparagus, corn, and peas showed decreases.

The following table, compiled by the Agricultural Marketing Service, gives detailed figures and comparisons on holdings by varieties.

| Commodity                   | Nov. 1,<br>1939 | Oct. 1,<br>1940 | Nov. 1,<br>1940 |
|-----------------------------|-----------------|-----------------|-----------------|
|                             | 1,000<br>pounds | 1,000<br>pounds | 1,000<br>pounds |
| Frozen fruits:              |                 |                 |                 |
| Blackberries                | 7,505           | 10,026          | 9,077           |
| Blueberries                 | 3,902           | 3,874           | 5,997           |
| Cherries                    | 25,951          | 27,512          | 25,125          |
| Logan and similar berries   | 2,937           | 3,061           | 5,516           |
| Raspberries                 | 9,556           | 15,003          | 14,439          |
| Strawberries                | 42,409          | 51,367          | 47,552          |
| Other fruits                | 22,558          | 17,457          | 31,331          |
| Classification not reported | 27,419          | 34,494          | 23,134          |
| Total                       | 142,387         | 162,794         | 162,471         |
| Frozen vegetables:          |                 |                 |                 |
| Asparagus                   | 6,000           | 6,750           | 6,464           |
| Beans, lima                 | 17,245          | 11,867          | 13,885          |
| Beans, snap                 | 7,175           | 6,997           | 7,002           |
| Broccoli, green             | 1,458           | 929             | 1,104           |
| Corn, sweet                 | 7,205           | 6,233           | 5,896           |
| Peas, green                 | 26,700          | 38,170          | 36,003          |
| Spinach                     | 4,085           | 3,756           | 4,027           |
| Other vegetables            | 2,335           | 2,803           | 6,454           |
| Classification not reported | 4,508           | 4,773           | 3,036           |
| Total                       | 76,920          | 82,278          | 83,871          |

### Hawaiian Fruit Canning and Preserving Industry

The total value of the products of the fruit canning and preserving industry in Hawaii in 1939 was \$48,682,255, of which amount \$48,540,806 was contributed by canners of pineapple and pineapple juice, according to a preliminary report of the Department of Commerce compiled from returns of the recent Census of Manufactures. The combined production of canned pineapple and pineapple juice in 1939 totalled 19,415,882 actual cases, according to the report.

The fruit canning and preserving industry in Hawaii, as constituted for census purposes, comprises the canning of fruits and fruit juices and the manufacture of jellies, preserves, and other fruit products. Compared on the basis of total production values, the industry in Hawaii outranks approximately half of the 351 industries embraced in the 1937 Manufactures Census classification in the States.

Employment in the canned pineapple and pineapple juice branch of the industry increased from 853 in 1909 to 3,033 in 1919 and to 8,475 in 1939, the rates of increase for the 10-year and 20-year periods being 256 per cent and 179 per cent, respectively. No census of the fruit canning and preserving industry—or of other manufacturing industries—in Hawaii was taken for any year between 1919 and 1939. These figures are averages for the several years. That for 1939 represents 575 salaried employees and 7,900 wage earners. The peak-month (August) figure for wage-earner employment in that year was 18,251.

The following table, compiled by the Bureau of the Census, shows by various can sizes the production in 1939 of canned, sliced, and crushed pineapple and pineapple juice:

| Size of Can     | Sliced<br>pineapple<br>Cases | Crushed<br>pineapple<br>Cases | Pineapple<br>juice<br>Cases |
|-----------------|------------------------------|-------------------------------|-----------------------------|
| 8 oz.           | 49,414                       | 114,302                       | 49,403                      |
| 8 oz. T.        | 8,581                        | 23,367                        | .....                       |
| 1 (penie)       | 269,453                      | 101,598                       | 665,406                     |
| 111             | 139,340                      | 44,148                        | 711,665                     |
| 1T              | 35,890                       | .....                         | .....                       |
| 303             | 1,062,403                    | 367,682                       | 189,565                     |
| 1F              | 1,109,672                    | 776,156                       | 3,236,372                   |
| 2               | 78,359                       | 33,331                        | 64,132                      |
| 2T              | 73,425                       | .....                         | .....                       |
| 2 $\frac{1}{2}$ | 1,060,588                    | .....                         | 19,391                      |
| 2 $\frac{1}{2}$ | 2,913,823                    | 380,350                       | .....                       |
| 10              | 1,414,151                    | 1,248,051                     | 514,550                     |
| Buffet          | 259,035                      | 710,164                       | 225,668                     |
| 46 oz.          | .....                        | .....                         | 1,063,218                   |
| 47 oz.          | .....                        | .....                         | 373,227                     |
| Total           | 8,504,136                    | 3,799,149                     | 7,112,507                   |

### Government Experts Prepare Series of Monographs

Monograph studies prepared for the Temporary National Economic Committee by experts in various government agencies and economists on the staff of the Committee are being published at intervals by the Government Printing Office.

Among the 43 separate papers, the following may be of interest to canners:

1. *Price Behavior and Business Policy*; 18. *Trade Association Survey*; 23. *Agriculture and the National Economy*; 24. *Consumer Standards*; 27. *The Structure of Industry*; 32. *Economic Standards of Government Price Control*; 34. *Control of Unfair Competitive Practices Through Trade Practice Conference Procedure of the Federal Trade Commission*; and 35. *Large-Scale Organization in the Food Industries*.

To secure copies of these or other monographs in the series, a request should be made to the Superintendent of Documents, Government Printing Office, Washington, D. C., to be placed on a special mailing list to receive notice as the monographs are printed and issued. The notice will indicate the price of each paper.

### Financial Statistics for Glass Manufacturers

A report on "Glass and Glassware Manufacturing Corporations", one of the studies by the Federal Trade Commission in its project for the collection of annual financial reports on a large number of industrial corporations, was issued this week. Reports from six of the largest manufacturers of glass and glassware products are combined in this report. A limited number of copies of the report is available from the Commission for distribution.

### Stocks and Shipments of Pitted Red Cherries

Stocks of pitted red cherries on November 1 were considerably larger than on November 1, 1939, according to statistics compiled by the Association's Division of Statistics. At the same time, shipments during October, 1940, were larger than during October, 1939.

The following table shows shipments and stocks of No. 2's and No. 10's on various dates:

|                                     | 1939-40   |          | 1940-41   |          |
|-------------------------------------|-----------|----------|-----------|----------|
|                                     | No. 2's   | No. 10's | No. 2's   | No. 10's |
|                                     | Cases     | Cases    | Cases     | Cases    |
| Stocks November 1.....              | 525,672   | 367,283  | 976,743   | 574,350  |
| Shipments for October.....          | 146,842   | 58,557   | 171,408   | 112,335  |
| Shipments July 1 to November 1..... | 1,493,016 | 744,011  | 1,013,795 | 693,621  |

In the following table are given detailed figures of November 1 stocks of pitted red cherries:

|                                | 24/2's  |         | 6/10's |           | Mise. | Total |
|--------------------------------|---------|---------|--------|-----------|-------|-------|
|                                | No.     | Cases   | No.    | Cases     |       |       |
|                                | Cases   | Cases   | Cases  | Cases     |       |       |
| New York and Pennsylvania:     |         |         |        |           |       |       |
| Stocks: sold not shipped.....  | 60,378  | 52,595  | 17,165 | 130,138   |       |       |
| Stocks: unsold.....            | 67,348  | 22,808  | 4,951  | 95,107    |       |       |
| Stocks: total.....             | 127,726 | 75,403  | 22,116 | 225,245   |       |       |
| Shipments for October.....     | 37,021  | 20,460  | -2,105 | 55,376    |       |       |
| Michigan, Wisconsin, and Ohio: |         |         |        |           |       |       |
| Stocks: sold not shipped.....  | 178,276 | 116,270 | 5,150  | 299,696   |       |       |
| Stocks: unsold.....            | 629,255 | 234,285 | 29,587 | 893,127   |       |       |
| Stocks: total.....             | 807,531 | 350,555 | 34,737 | 1,192,823 |       |       |
| Shipments for October.....     | 122,126 | 82,637  | 6,411  | 211,174   |       |       |
| Western States:                |         |         |        |           |       |       |
| Stocks: sold not shipped.....  | 21,552  | 50,580  | 14,335 | 86,476    |       |       |
| Stocks: unsold.....            | 19,934  | 97,812  | 4,177  | 121,923   |       |       |
| Stocks: total.....             | 41,486  | 148,401 | 18,512 | 208,399   |       |       |
| Shipments for October.....     | 12,361  | 9,238   | 24,679 | 46,178    |       |       |
| Total United States:           |         |         |        |           |       |       |
| Stocks: sold not shipped.....  | 260,206 | 219,454 | 36,650 | 516,310   |       |       |
| Stocks: unsold.....            | 716,537 | 354,905 | 38,715 | 1,110,157 |       |       |
| Stocks: total.....             | 976,743 | 574,350 | 75,365 | 1,626,467 |       |       |
| Shipments for October.....     | 171,408 | 112,335 | 28,985 | 312,728   |       |       |

The deduction of "Miscellaneous" stocks in New York and Pennsylvania, indicated in the preceding table as a minus shipment, is due to two canners reporting an increase in stocks of 303's.

### 1940 Pack of Canned Asparagus

The 1940 pack of canned asparagus amounted to 3,108,562 actual cases, compared with 2,519,892 cases in 1939, according to figures compiled by the Association's Division of Statistics. The following table shows the total pack of recent years:

| Year      |  | Cases     |
|-----------|--|-----------|
| 1936..... |  | 2,790,994 |
| 1937..... |  | 2,703,906 |
| 1938..... |  | 2,403,214 |
| 1939..... |  | 2,519,892 |
| 1940..... |  | 3,108,562 |

The table below gives detailed figures on the 1939 and 1940 pack in actual cases by variety and regions. The California figures are provided by the Asparagus Advisory Board.

| Region                                    | 1939      |           | 1940      |           |
|---|-----------|-----------|-----------|-----------|
|   | Regular   | All Green | Regular   | All Green |
|   | Cases     | Cases     | Cases     | Cases     |
| California.....                           | 1,442,058 | 407,287   | 1,640,004 | 541,511   |
| New Jersey, Delaware, and Maryland.....   | 7,160     | 244,807   | 321       | 348,325   |
| Illinois, Indiana, Iowa and Nebraska..... | 7,582     | 237,505   | 7,863     | 273,602   |
| Michigan and Ohio.....                    | 5,493     | 82,604    | 114,446   | 174,995   |
| Washington, Oregon and Utah.....          | 85,217    | .....     | 174,995   | 7,495     |
| Southern States.....                      | .....     | .....     | 174,995   | 7,495     |
| Total.....                                | 1,462,292 | 1,037,600 | 1,648,188 | 1,460,374 |

### Stocks and Shipments of Canned Corn

Shipments of canned corn out of canners' hands during the three months, August to November, were more than 1,000,000 cases less in 1940 than in 1939, according to figures compiled by the Association's Division of Statistics. Shipments during October, 1940, were over 200,000 cases larger than shipments during October, 1939. Stocks on November 1, 1940, were about 2,400,000 cases less than on November 1, 1939, although stocks on October 1, 1940, were almost the same amount as on November 1, 1939.

The following table compares stocks and shipments on selected dates:

|  | Cases      |
|--|------------|
| Stocks: November 1, 1940.....            | 13,167,169 |
| Stocks: October 1, 1940.....             | 15,439,968 |
| Stocks: November 1, 1939.....            | 15,507,333 |
| Shipments:                               |            |
| During October, 1940.....                | 2,272,799  |
| During October, 1939.....                | 2,044,636  |
| August 1, 1940, to November 1, 1940..... | 5,990,207  |
| August 1, 1939, to November 1, 1939..... | 7,047,396  |

In the table below are shown stocks of canned corn in canners' hands on November 1, 1940, by varieties and regions:

|                        | Eastern States | Western States |
|------------------------|----------------|----------------|
|                        | Cases          | Cases          |
| Cream style:           |                |                |
| Evergreen.....         | 700,625        | 748,331        |
| Narrow Grain.....      | 210,766        | 492,681        |
| Country Gentleman..... | 91,018         | 1,236,202      |
| Crosby.....            | 87,538         | 66,940         |
| Bantam Golden.....     | 1,467,375      | 2,474,972      |
| Whole kernel:          |                |                |
| Bantam Golden.....     | 881,250        | 3,944,156      |
| White.....             | 480,944        | 284,371        |
| Total.....             | 3,919,510      | 9,247,653      |
| Corn on the cob.....   | 47,003         | 286,065        |

Shipments of corn on the cob during October amounted to: Eastern States—12,049 cases; Western States—38,718 cases. Total stocks of canned corn on the cob on November 1 amounted to 333,068 cases.

### John G. Leonard of Utah Dies

John Granville Leonard of Ogden, Utah, Intermountain manager of the American Can Company, and widely known by canners throughout the country, died November 8 at Fort Knox, Ky., while visiting a daughter. Mr. Leonard had been associated with the American Can Company for many years.

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